⊗ THE COMPLETE LOAN APPLICATION™

Setting the stage for success through a focus on application quality, customer service and creating raving fans

What will you gain?

THE COMPLETE LOAN APPLICATION™ empowers loan officers to take control of a crucial success factor – quality loan applications.

While a loan officer's primary goal is to generate business, they also have a responsibility to clients, referral sources and their operations team to provide excellent customer service and submit complete files. Anything less than a flawless application slows everyone down – and can also hurt relationships with Key Targets™, additional referral opportunities, and overall production.

THE COMPLETE LOAN APPLICATION enables loan officers to:
- Measurably increase quality applications
- Enrich their working relationships with operations teams
- Improve the customer preparation process before and after application
- Experience faster turn times and gain more time to prospect
- Implement 6 fundamental steps to delivering an application that drives repeat business and new referrals

What's included?

THE COMPLETE LOAN APPLICATION is a 90-minute live webinar that walks through all that's involved in completing the highest quality loan application. This ensures a successful partnership between Operations and Sales, while providing the optimum customer experience and maximum opportunity for client referrals. This powerful, interactive session includes a handout that students follow and complete during the training – ensuring engagement, comprehension, and retention.

In addition to the comprehensive training, attendees receive valuable **post-class business tools at no additional cost** including:
- "Items Needed" email templates and phone scripts
- Loan application screening checklist
- Credit report checklist
- Income/employment screening checklist
- Income calculation practice examples
  … and more.

Intended Audience

- Experienced loan officers
- Processors
- New loan officers

How does it work?

- One, 90-minute, live instructor-led webinar with handout
- Variety of valuable post-class business tools
- Classes available for private events

The Complete Loan Application ensures your applications are timely, complete and correct the first time, every time.

Energizing people. Elevating results.

AVAILABLE FORMATS:
IN PERSON   LIVE WEBINAR